

LITHUANIA

Country Commercial Guide 2004



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EXECUTIVE SUMMARY

With a population of 3.5 million, Lithuania is a relatively small, but potentially attractive market for American goods and services. Its geographic location, proximity to the EU and NIS markets, excellent infrastructure, very competitive living and operating costs, availability of high-skilled workforce is a good place for the U.S. producers, suppliers in their effort to expand into global markets.,

In 2004 Lithuania joined EU and NATO. Since 2002 it's a member of the WTO. Lithuania's strong commitment and effort in joining the EU and NATO has won broad recognition worldwide and the membership preparation process has helped the country improve its legal, tax and customs systems – all of which has helped growth of the economy and business development. Today Lithuania represents an open and rapidly growing economy : - Gross Domestic Product rose by 9% in 2003 and is projected to continue growing at 6.5-7.5% level in the coming years. The government has given priority to financial discipline, currency stability and other business friendly policies. Lithuania's private sector deserves an extra credit for the contribution to the country's economic performance. In relatively short time, since the independence, Lithuanian businessmen in many sectors have shown remarkable entrepreneurship, initiative, ability to adopt Western business practices and compete in Western markets.

About one-third of the EU budget is spent for developing the environmental, transport, tourism, medical, and IT infrastructure in less developed areas of its 25 member states. For the period of 2004-2006 Lithuania is expecting to receive approximately \$2. billion from the EU in Structural, Cohesion and other funds for the implementation of a huge variety of infrastructure projects. This will be the major challenge and attraction for U.S. firms in upcoming years as the U.S. participation in the projects funded by the EU is welcome.

Many businesses were privatized during the first round of privatization. The second round of privatization in which an estimated \$450 million of State property will be sold for cash will presumably be another attraction for foreign investment in 2003- 2005. Plans to privatize the Lithuanian Airlines as well as state monopolies such as Eastern Distribution Networks, Lithuanian Railways are underway.

Although there has been steady progress, the common problems found in the countries of the former Soviet Union remain. They include government bureaucracy, corruption and organized crime. However, these do not represent significant hurdles to U.S. trade and investment in Lithuania.

ECONOMIC TRENDS AND OUTLOOK

Since 1990, Lithuania has implemented reforms aimed at abolishing the remains of the former socialist system. In 1992, aided by IMF and other international institutions, Lithuania adopted a program to restrain inflation, reduce price control, lower the budget deficit and privatize the economy. Inflation has since dropped dramatically. In the first quarter of 2001, the inflation rate was 1.3%, down from 35.6% in 1995. GDP growth has improved noticeably since 1994,

from 1% in 1994 to 3% in 1995. The forecast for GDP growth in 1998 was 5%, but due to the Russian economic crisis the GDP grew only 3.5%. In 1999 the GDP decreased by 4% and in 2000 it increased by 2.8% reaching 6.7% growth in 2002 and 9% in 2003. Lithuania has a freely convertible national currency, Litas, which until February 2002 was pegged to the U.S. dollar, but now is pegged to the Euro at the rate 1 (EU) : 3.45 (Litas). Due to the restructuring of the financial sector, together with improved banking supervision and enforcement, the macro-economic impact of the banking crisis had eased by 1999. The 1998 Russian crisis did not have a significant impact on the Lithuanian banking system.

According to the data of the Lithuanian Department of Customs the turnover of the foreign trade in 2002 amounted to \$ 12.9 billion: exports – \$ 5.4 billion, imports – \$7.5 billion. Compared to 2001 exports increased by 10.7% and imports - by 12.4%. The balance of foreign trade was negative. In 2002, the largest part of Lithuanian exports was directed to EU countries (48.9% of the total exports). Exports to the CIS made up 19.3% of the total. Imports from the EU countries increased by 16.7% and imports from the CIS decreased by 1.5% in 2002. Exports to EU countries increased by 11.7% and to the CIS countries by 11.1% compared to 2001. The main Lithuanian export partners in 2002 were: United Kingdom (14.2%), Russia (12.3%), Germany (10.4%), Latvia (9.4%) and import partners – Russia (21.5%), Germany (17.3%), Italy (4.9%) and Poland (4.8%)

Structural reform has proceeded rapidly in the privatization of small enterprises and in agriculture. Over 70,000 private farms have been established. However, due to the lack of financial resources and an inefficient credit system, many of the new farmers are operating at subsistence levels. Urban and rural property is being returned to its original owners, but legal mechanisms for title registration, sale and mortgaging of real property are not yet fully developed. Most of the enterprises and state property included in the initial privatization program have been privatized. In March 1998, the Lithuanian government established the State Property Fund to manage and privatize the remaining state assets. Currently there are about 3,000 entities planned to be privatized in near future the value of which at current prices is estimated at \$ 450million. The remaining assets to be privatized include enterprises in the energy, transportation and other industry sectors.

Currently, privatization of the State property is carried out using the following methods:

1. Public share subscription (large and medium scale enterprises);
2. Auctions (small enterprises or divisions thereof);
3. Tenders or auctions for convertible currency;
4. Direct negotiations;
5. Lease with the option to purchase; and
6. a combination of different methods.

Privatization also includes tenders evaluated for the best business plan, i.e. tenders, which take into account both the financial offer and an overall plan for the development of a company. Open tenders were generally used to privatize large industrial enterprises for hard currency.

According to the Department of Statistics the amount of foreign investment in 2002 was \$3.6 billion. Most of it originated from the EU, the U.S. and C.I.S. Philip Morris and Kraftfoods are two of the largest U.S. investors.

Major infrastructure projects which are currently implemented or still pending include upgrading of the Mazeikiai oil refinery; safety upgrades of the Ignalina nuclear power plant; construction of the Via Baltica highway connecting the Baltic countries to the rest of Europe; expansion and modernization of Klaipeda sea-port facilities and construction of the electric power transmission line to the West.

Lithuania's current road network is good especially along the main routes. Likewise, the rail links to Russia are strong, though train tracks and grade crossings need upgrading in order to handle higher speeds and heavier loads. The port of Klaipeda is well equipped but in need of modern management techniques. Vilnius International Airport has been brought up to western standards and is preparing to offer expanded services. Lithuania has two other international airports - Kaunas and Palanga and one commercial airport in Siauliai.

POLITICAL ENVIRONMENT

Lithuania has very good bilateral relations with the U.S. and the Lithuanian Government and Parliament generally support American business interests. The parliamentary system is vigorous, while the governing coalitions can be quite tenuous resulting in frequent personnel changes at the cabinet level. The United States strongly supports Lithuania's membership in European and Trans-Atlantic institutions. In 2004 Lithuania joined the EU and NATO. While the Lithuanian Government and all major political parties support a free-market system, there are still visible traces of the Soviet methodology and regulatory traditions at the lower levels of bureaucracy.

MARKETING U.S. SERVICES AND PRODUCTS

Lithuania has a growing network of grocery and produce stores of Western standard. The first supermarkets were opened several years ago. The choice of goods in grocery stores has improved significantly. Some specific product groups, such as fat-free or imported ethnic products are becoming more popular. Import of foreign goods is increasing. Several of the new private businesses concentrate on importing. The trading companies' intermediary role in the foreign trade is gradually vanishing as most of the wholesalers and retailers today are undertaking international transactions themselves and work directly with the foreign suppliers and producers.

The market for consumer products in Lithuania is fragmented. Consumer preferences differ among various income, age and social groups. According to recent statistics, 60% of those interviewed claimed that owing to their limited income, price is the most conclusive factor in shopping situations. For people who are satisfied with their income level, product quality and brand names are more important. They consider high price as an indicator for good quality.

Advertising may be conducted freely in any printed or electronic media. The leading newspapers in Lithuania are "Lietuvos Rytas", "Respublika", published in Lithuanian and Russian. The leading business newspapers are "Verslo Zinios" and "Baltic Business News".

At present, there are no laws regulating the relationship between a foreign company and its distributors or agents in Lithuania. A distributor relationship can be determined according to the provisions of each specific distributor agreement.

A joint venture with the local partner is the best way for a U.S. company to start business in Lithuania. It is advisable to find out as much as possible about the potential partner. The basic data on a Lithuanian company, including credit ratings, is available from local information service companies, although this system is not yet fully developed. Foreign investors can choose between two means of establishment: representative office or incorporated business organization. Establishment of a representative office in Lithuania gives the foreign company a legal presence in the country, but does not permit it to carry on any economic activity, and is thus useful only for assessing business opportunities. In order to pursue economic activity in Lithuania, the foreign investor must incorporate his business organization. Foreign investors may choose the following types of enterprise:

1. Sole trader
2. General or limited partnership
3. Public or closed joint-stock company
4. State (local government) enterprise
5. Agricultural company
6. Cooperative; and
7. Investment agency

The most typical type of enterprise adopted is a joint-stock company. A closed (private) or public joint-stock company can be either wholly or partially foreign owned. The investor may buy into an existing company or establish a new one. If a foreign investor requires a wholly foreign owned company, the only appropriate type of enterprise is a joint-stock company.

The principal differences between closed and public joint-stock companies are the amount of authorized share capital, the number of shareholders and the circulation of shares. Presently, a public joint-stock company must have a minimum paid up share capital of 100,000 Litas (approx. \$25,000), at least 50 shareholders, and its shares must be circulated and traded publicly. A closed joint-stock company must have a minimum paid up share capital of 10,000 Litas (approx. \$ 2,500), a minimum of one and a maximum of 50 shareholders, and its shares may not be publicly circulated or traded.

Pre-incorporation steps:

1. The investor must secure the premises used as the official address of the new company in the registration process.
2. The proposed name of the new company must be registered at the patent bureau.
3. The memorandum/agreement on incorporation and the by-laws of the new company must be prepared and notarized.
4. A hard currency accumulation account or account in Litas needs to be opened in the name of the new company in a local bank. Current regulations require that funds that meet the minimum capital requirements either be transferred from abroad to the accumulation account or lodged locally subject to compliance with certain procedures. Opening the account is a routine procedure, but before any funds can be withdrawn, the investor must provide evidence of incorporation of the company. A certificate, which is required in the incorporation process, will

be issued by the bank as conclusive evidence that the requisite funds meeting the minimum capital requirement are held in the account.

Once the pre-incorporation steps have been completed, the investor needs to obtain a consent from the local municipality to establish the new company and, if the new company is in manufacturing, also a permit from the Environmental Department.

In certain cases, depending on the business to be undertaken, further licenses may be required from other appropriate government departments before business can be commenced.

Present regulations prohibit foreign investors from engaging in business activities affecting areas such as national security and defense.

Incorporation process

Once the name has been registered at the patent bureau, the pre-incorporation steps taken and all necessary additional permits obtained, the company can apply for registration with the Register of Enterprises at the Ministry of Economics.

If the investor is a company incorporated outside of Lithuania, the following must be submitted:

1. A certified copy (legalized at the Embassy of the Republic of Lithuania) of the registration certificate or other documentation proving that the investor is legally incorporated in its country of incorporation;
2. A copy of the latest available audited balance sheet of the investor or other acceptable document confirming the investor's ability to meet the minimum capital requirement;
3. A board document indicating the decision to incorporate a company in Lithuania and invest the required amount of capital;
4. A certified copy of the by-laws or memorandum and articles of association of the investor; If the investor is a natural person, he must produce evidence (for example, in the form of letter from his bank) confirming that he has the financial resources to meet the capital required for investment in the new company.

If translations into Lithuanian are necessary, these must be done through an official translation bureau in Lithuania.

In addition to the documents detailed above, the following further documents must be filed with the registration application:

- agreement/memorandum of incorporation certified by a notary public in Lithuania;
- by-laws certified by a notary public in Lithuania;
- certificate from the patent bureau showing registration of the company name;
- documentary evidence confirming the new company's official address;
- minutes of the shareholders meeting appointing the directors of the new company;
- certificate issued by the bank certifying that it has received the necessary capital for the company from abroad.

Once the application is ready and submitted, the Registrar of Enterprises is legally obliged to issue the registration certificate within 30 days after filing the application and all requisite documents with the Ministry of Economy.

LEADING SECTORS FOR US EXPORTS AND INVESTMENTS

Strategically, Lithuania is an attractive gateway to larger regional markets, including Russia, Belarus and other Baltic countries. American products in Lithuania are associated with high quality and in many cases customers are more willing to buy them due to the American origin.

Lithuanian heavy industry is impaired due to the shrinkage of orders from countries of the former Soviet Union. At the same time there are signs of revival in the light industry, especially in textiles and clothing manufacture, and in timber, wood, construction industries. The best prospects for capital goods are in these industries and in the upgrading of plants producing electricity and supplying district heating.

The best trade opportunities for agricultural products are items not produced in northern climates, including cotton, tobacco, rice, fresh and dried tropical fruit and seeds.

Best Prospects for Non-Agricultural Goods and Services:

1. Computer Hardware and Software Development
2. Energy & Power Generation
3. Pollution Control Equipment/Environmental services
4. Telecommunications Services
5. Building Materials

Rank of Sector: 1

Name of Sector: Computer Hardware and Software Development

ITA industry code: CPT, CSF

Lithuanian IT market is small but rapidly developing. Both public and private sector have IT infrastructure development as one of their strategic priorities. The public sector has an ICT infrastructure development plan, the number of corporate LANs is growing and even private consumers are purchasing an increasing number of computers and peripherals.

The computer and peripherals market in Lithuania is well developed and all major hardware and software suppliers are represented in the Lithuanian computer market, including Microsoft, IBM, HP and Compaq. There are about 400 computer companies in Lithuania and approximately 20 of them dominate the market. Equipment and accessories from U.S. account for 80 percent of total annual imports in this sector.

The emphasis of the Lithuanian IT sector has in recent years been on creating the necessary infrastructure to meet the demands of a western information society. Currently, demand for software development and consulting is growing rapidly and on the hardware sector equipment supporting networks and Internet applications is in demand. The fight against software piracy commenced in 1999. The initiators were the InfoBalt Association and the BSA local committee. Today computer software piracy rate is estimated at 57% down from 80% in 2000.

Best prospects for U.S. exports are for powerful multi-media processors, networking equipment and Internet and e-commerce application software.

Statistics - Software/Hardware

(in USD million)	2000	2001	2002
Total Market Size	154	180	180
Total Local prod.	3	4	4
Total Exports	9	9	9
Total Imports	160	185	185
Total Imports from The U.S.	30	28	28

**The above statistics are unofficial estimates*

Rank of sector: 2 Name of sector: Energy & Power Generation ITA industry code: ELP
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The Lithuanian power sector is still undergoing privatization. Both Ignalina NPP and Lietuvos Energija (involved in generation and distribution of electric energy and production of heat), and Lietuvos Dujos (import, transmission and distribution of natural gas) are under decommissioning and restructuring pending the privatization process. Ignalina currently produces 85% of the total electricity in the country. If the Government of Lithuania is going ahead with the planned close-down of Ignalina's Unit 1 by 2005, the Lithuanian energy market will change completely.

Approximately 60% of Lithuanian energy resources, including oil gas, nuclear fuel and coal are imported, while the production capacity of the power plants and oil refinery exceeds the domestic demand, making Lithuania a net exporter of electricity and petrochemicals to the neighboring countries. Lithuania has no gas fields, and natural gas is imported from Russia. Currently gas accounts for 22% of Lithuania's energy demand. Thermal energy plants and the chemical industry are the largest users of natural gas.

The Lithuanian energy system is interconnected by 330kv high-voltage overhead lines and operates in parallel with the Latvian, Estonian, Russian and Belorussian power systems. It was originally built to be a part of the Soviet Union's North-Western unified energy system. In 1998, a power transmission line project was launched to liberalize the electricity market and integrate the Baltic States power grid to the European market. This Power Bridge project that involves a Polish grid operator is still pending.

There are several potential opportunities for both U.S. power generation technology and service companies in the Lithuanian power generation sector: the restructuring and privatization of the state-owned power generation companies (modernization of the existing plants, process control, environmental issues); the planned decommissioning of the Unit 1 of Ignalina Nuclear Power Plant; the construction of electric power transmission line to the west; the expansion and modernization of the gas distribution and transmission network, and the renewable energy.

Statistics - Energy Services

(in USD million)	2000	2001	2002
Total Market Size	105	140	140
Sales by local firms	30	40	40
Sales by foreign firms	88	90	90
Total Imports from The U.S.	11	15	15

**The above statistics are unofficial estimates*

Rank of Sector: 3
 Name of Sector: Pollution Control Equipment/Environmental Services
 ITA Industry Code: POL

Lithuania's modern environmental protection program was launched in 1992 with the government defining and prioritizing all major environmental problems in the country. Subsequent economic development made it necessary to increase the urgency of handling the environmental problems. New policies and goals to implement environmental clean up and pollution prevention were added to the legal framework in 1995.

Having signed the Association Agreement with the EU in 1996, Lithuania must now pass legislation conforming to the EU environmental laws. The Lithuanian Ministry of the Environment is responsible for preparing the country to meet these requirements. Some estimates call for spending \$50 million annually in order to meet the EU requirements by 2015. The bulk of these funds will be spent for improved waste-water treatment, improving sewage networks and for waste management. Environmental protection has been announced a priority in the Public Investment Program. With new legislation and regulations being added, opportunities will be created in fields ranging from protection and prevention, to remediation, monitoring and waste disposal.

Some 4 percent of the waste management industry can be considered of U.S. origin. U.S. Environmental consulting companies seem to be more active in this field than the equipment manufacturers and suppliers. There are substantial opportunities for environmental service providers willing to team up with local partners. These include chemical analysis in laboratories, site assessment, soil and groundwater remediation, environmental impact consulting and services related to hazardous waste management.

Statistics - Pollution Control Equipment
(in USD million)

	2000	2001	2002
Total Market Size	150	120	190
Total Local prod.	80	80	80
Total Exports	20	23	40
Total Imports	160	198	230
Total Imports from The U.S.	90	90	100

**The above statistics are unofficial estimates*

Rank of sector: 4
Name of sector: Telecommunications Services
ITA industry code: TES

The three leaders in the Lithuanian telecommunication services market are Lietuvos Telekomas (Lithuanian Telecom), Omnitel, and Bite-GSM. Although these companies control a significant portion of the market, many smaller companies such as Comliet, Levi& Kuto, LITNET, and Taide are currently increasing their market shares. Lietuvos Telekomas has a monopoly on the fixed line services and network until the end of 2002, when the market is expected to be completely deregulated. The company was privatized in July 1998 when 60% of the company's shares were sold to Amber Teleholdings a consortium of Telia (Sweden) and Sonera (Finland) for \$ 510 million. So far, it has been Lithuania's largest equity transaction. The four main players operating the Lithuanian mobile telecommunication network market are Omnitel, Comliet, Bite GSM and Tele2, Lietuvos Telekomas. Telephone access in Lithuania is close to the regional average with 300 telephone lines per 1000 inhabitants.

The integration of Lithuania's communications and information network into European and global communications systems will continue. The medium-term efforts will be directed towards further liberalization of the telecommunications services market, reduction of the number of licensed telecommunications services and the creation of prerequisites for upgrading of communications – the introduction of digital radio and television systems, electronic trade and payments as well as a broader scope of national communications and information services.

The key success factors for future growth in the increasingly competitive horizontal and niche markets of the Lithuanian IT services industry are the formation of strategic alliances and partnerships.

Currently, the United States represents one of the largest suppliers for IT services. As the Lithuanian economy moves towards the digital age, the number of workers accessing the Internet is projected to accelerate. There is a growing demand for access to the Internet by

educational institutions at the primary, secondary and post-secondary levels as well as other sectors. U.S. companies should explore these markets for equipment and service supply opportunities.

Statistics - Telecommunication Services

(in USD million)	2000	2001	2002
Total Market Size	350	350	370
Sales by local firms	150	160	190
Sales by foreign firms	200	200	180
Total Imports from The U.S.	11	14	12

**The above statistics are unofficial estimates*

Rank of sector: 5
 Name of sector: Building Materials
 ITA industry code: BLD

The private sector in Lithuania is growing rapidly. During the Soviet years, houses and office buildings were allowed to deteriorate. As private ownership was introduced and the private commercial sector began to revive, wide scale renovation of commercial and residential fixed property began. Virtually all products associated with building renovation and construction, e.g. paints, doors, windows, plumbing equipment, lighting, insulation materials and heating systems are in high demand.

Statistics - Building Materials

(in USD million)	2000	2001	2002
Total Market Size	110	120	250
Total Local prod.	110	130	150
Total Exports	80	100	200
Total Imports	140	150	200
Total Imports from The U.S.	20	20	20

**The above statistics are unofficial estimates*

TRADE REGULATIONS, CUSTOMS AND STANDARDS

Lithuania extends MFN treatment to U.S. products. It licenses imports of sugar, grain, alcohol and arms. There are no other quantitative constraints on imports. Lithuanian tariff classifications are based on the Harmonized Commodity Description and Coding System. In addition to tariffs, imports are subject to excise taxes and an 18 percent VAT. Fixed investment goods imported to Lithuania are not subject to VAT, provided the importer is a registered VAT-payer and the imported asset does not threaten competitiveness.

A zero percent tax rate is levied on export services, international transportation and services related to export of goods. Excise taxes are applied to alcoholic beverages, tobacco, jewelry, cars and gasoline, at rates varying from 10% to 100%. The Import documentation required by Lithuanian customs authorities are a copy of the contract, an invoice, a bill of lading indicating the amount, weight and value of goods, and the certificate of origin. At the border, an importer or his agent must complete a customs declaration and a customs freight delivery note. For meat imports, the State Veterinary Department provides border inspection controls for bovine spongiform, encephalopathy (BSE), classical swine fever, salmonella, FMD etc. Imported food products are required to have conformity certificates to guarantee quality and wholesomeness. A producer's declaration is required for cosmetics and toys.

Standards

Products tested and certified in the U.S. to American standards are likely to have to be retested and re-certified to European Union (EU) requirements as a result of the EU's different approach to the protection of the health and safety of consumers and the environment. Where products are not regulated by specific EU technical legislation, they are always subject to the EU's General Product Safety Directive as well as to possible additional national requirements. (http://europa.eu.int/comm/consumers/cons_safe/prod_safe/index_en.htm)

European Union standards created in recent years under the New Approach are harmonized across the 25 EU member states and European Economic Area countries in order to allow for the free flow of goods. A feature of the New Approach is CE marking. While harmonization of EU legislation can facilitate access to the EU Single Market, manufacturers should be aware that regulations and technical standards might also become barriers to trade if U.S. standards are different from those of the European Union.

EU Standards setting is a process based on consensus initiated by industry or mandated by the European Commission and carried out by independent standards bodies, acting at the national, European or international level. There is strong encouragement for non-governmental organizations, such as environmental and consumer groups, to actively participate in European standardization.

Many standards in the EU are adopted from international standards bodies such as the International Standards Organization (ISO). The drafting of specific EU standards is handled by three European standards organizations:

CENELEC, European Committee for Electrotechnical Standardization
(<http://www.cenelec.org/>)

ETSI, European Telecommunications Standards Institute (www.etsi.org)

CEN, European Committee for Standardization, handling all other standards
(<http://www.cenorm.be/>)

Standards are created or modified by experts in Technical Committees or Working Groups. The members of CEN and CENELEC are the national standards bodies of the member states, which have “mirror committees” which monitor and participate in ongoing European standardization. CEN and CENELEC standards are sold by the individual member states standards bodies as well as through the American National Standards Institute (ANSI) <http://www.ansi.org/>. ETSI is different in that it allows direct participation in its technical committees from non-EU companies that have interests in Europe and gives away its individual standards at no charge on its website. In addition to the three standards developing organizations, the Commission of the European Union plays an important role in standardization through its funding of the participation in the standardization process of small and medium sized companies and non-governmental organizations, such as environmental and consumer groups. It also provides money to the standards bodies when it mandates standards development to the European Standards Organization for harmonized standards that will be linked to EU technical regulations. All EU harmonized standards, which provide the basis for CE marking, can be found on www.newapproach.org/

Due to the EU's vigorous promotion of its regulatory and standards system as well as its generous funding for its business development, the EU's standards regime is wide and deep - extending well beyond the EU's political borders to include affiliate members (countries which anticipate to become full members in the future) such as Albania, Bulgaria, Croatia, Romania, FYR of Macedonia, and Turkey. Another category, called “partner standardization bodies” includes the standards organizations of South Africa, Egypt, Serbia/Montenegro and Ukraine, which are not likely to join the EU or CEN any time soon, but have an interest in participating in specific CEN technical committees. They agree to pay a fee for full participation in certain technical committees and agree to implement the committee's adopted standards as national standards. Many other countries are targets of the EU's technical assistance program, which is aimed at exporting EU standards and technical regulations to developing countries such as the Mediterranean and Balkan countries, some Latin American countries, China, and Russia.

To know what CEN and CENELEC have in the pipeline for future standardization, it is best to visit their websites. CEN's “business domain” page provides an overview by sector and/or technical committee whereas CENELEC offers the possibility to search its database. ETSI's portal (http://portal.etsi.org/Portal_Common/home.asp) leads to ongoing activities.

With the need to more quickly adapt to market needs, European standards organizations have been looking for “new deliverables” which are standard-like products delivered in a shorter timeframe. While few of these “new deliverables” have been linked to EU regulation, expectations are that they will eventually serve as the basis for a EU wide standard.
[www.cenorm.be/cenorm/workarea/sectorfora/iss\(ict\)/index.asp](http://www.cenorm.be/cenorm/workarea/sectorfora/iss(ict)/index.asp)

Conformity Assessment

Conformity Assessment is a mandatory step for the manufacturer in the process of complying with specific EU legislation. The purpose of conformity assessment is to ensure consistency of compliance during all stages of the production process to facilitate acceptance of the final product. EU product legislation gives manufacturers some choice with regard to conformity assessment, depending on the level of risk involved in the use of their product. These range from self-certification, type examination and production quality control system, to full quality assurance system. You can find conformity assessment bodies in individual member state country in this list by the European Commission <http://europa.eu.int/comm/enterprise/nando-is/home/index.cfm>. To promote market acceptance of the final product, there are a number of voluntary conformity assessment programs. CEN's certification systems are the Keymark, the CENCER mark, and the European Standard Agreement Group. CENELEC has its own initiative www.cenelec.org/Cenelec/Homepage.htm ETSI does not offer conformity assessment services.

Product Certification

To sell their product on the EU market of 25 member states as well as Norway, Liechtenstein and Iceland, U.S. exporters are required to apply CE marking whenever their product is covered by specific product legislation. CE marking product legislation offers manufacturers a number of choices and requires decisions to determine which safety/health concerns need to be addressed, which conformity assessment module is best suited to the manufacturing process, and whether or not to use EU-wide harmonized standards. There is no easy way for U.S. exporters to understand and go through the process of CE marking, but hopefully this chapter provides some background and clarification.

In the eighties, the New Approach was launched to overcome the lengthy adoption process of "old approach" type legislation. The goal of the European Union's harmonization program under the New Approach is to streamline technical harmonization and the development of standards for certain product groups, including, among others, machinery, toys, construction products, electromagnetic compatibility, personal protective equipment, non-automatic weighing instruments, medical devices, gas appliances, hot water boilers, and radio and telecommunications terminal equipment (RTTE). Under the New Approach, Directives cover essential safety, health and environmental requirements. The three regional European standards organizations, CEN, CENELEC and ETSI, are mandated by the Commission to develop technical standards that are consistent with the essential requirements of EU Directives.

Products manufactured to standards adopted by CEN, CENELEC and ETSI, and published in the Official Journal as harmonized standards, are presumed to conform to the requirements of EU Directives. The manufacturer then applies the CE Mark and issues a declaration of conformity. With these, the product will be allowed to circulate freely within the European Union. A manufacturer can choose not to use the harmonized EU standards, but must then demonstrate that the product meets the essential safety and performance requirements. Trade barriers occur when design, rather than performance, standards are developed by the relevant European standardization organization, and when U.S. companies do not have access to the standardization process through a European presence.

The CE mark addresses itself primarily to the national control authorities of the Member States, and its use simplifies the task of essential market surveillance of regulated products. Although CE marking is intended primarily for inspection purposes by EU Member State inspectors, the consumer may well perceive it as a quality mark.

The CE mark is not intended to include detailed technical information on the product, but there must be enough information to enable the inspector to trace the product back to the manufacturer or the authorized representative established in the EU. This detailed information should not appear next to the CE mark, but rather on the declaration of conformity, the certificate of conformity (which the manufacturer or authorized agent must be able to provide at any time, together with the product's technical file), or the documents accompanying the product.

Accreditation

The independent certification bodies, known as notified bodies, have been officially accredited by competent authorities to test and certify to EU requirements. However, under the U.S./EU Mutual Recognition Agreements (MRAs), notified bodies based in the United States and referred to as conformity assessment bodies, will be allowed to test in the United States to EU specifications, and vice versa. The costs will be significantly lower and U.S. products will, as a result, become more competitive. At this time, the U.S./EU MRAs cover the following sectors: EMC (in force), RTTE (in force), medical devices (in transition), pharmaceutical (in transition), and recreational craft (in force). This link lists to American and European Conformity Assessment bodies operating under a mutual recognition agreement

<http://ts.nist.gov/ts/htdocs/210/gsig/mra.htm>

Accreditation is handled at member state level. "European Accreditation" (www.european-accreditation.org) is an organization representing nationally recognized accreditation bodies. Membership is open to nationally recognized accreditation bodies in countries in the European geographical area that can demonstrate that they operate an accreditation system compatible with EN45003 or ISO/IEC Guide 58.

Technical Regulations

The Official Journal is the official gazette of the European Union. It is published daily and consists of two series covering draft and adopted legislation as well as case law, questions from the European Parliament, studies by committees, and more (<http://europa.eu.int/eur-lex/en/index.html>). It lists the standards reference numbers linked to legislation. (www.newapproach.org/Directives/DirectiveList.asp). National technical regulations are published on the Commission's website <http://europa.eu.int/comm/enterprise/tris/> to allow other countries/interested parties to comment.

Labeling/Marking

Manufacturers should be mindful that, in addition to the EU's mandatory and voluntary schemes, national voluntary labeling schemes might still apply. These schemes may be highly appreciated by consumers, and thus, become unavoidable for marketing purposes.

Manufacturers are advised to take note that all labels require metric units although dual labeling is also acceptable until end of December 2009. The use of language on labels has been the subject of a Commission Communication, which encourages multilingual information, while preserving the freedom of Member States to require the use of language of the country of consumption.

The EU has mandated that certain products be sold in standardized quantities. Council Directive 80/232/EC provides permissible ranges of nominal quantities, container capacities and volumes of a variety of products. http://europa.eu.int/eur-lex/en/consleg/main/1980/en_1980L0232_index.html

The Eco-label The EU adopted legislation in 1992, revised in 2000, to distinguish environmentally friendly production through a voluntary labeling scheme called the Eco-label. The symbol, a green flower, is a voluntary mark. The Eco-label is awarded to producers who can show that their product is less harmful to the environment than similar such products. This “green label” also aims to encourage consumers to buy green products. However, the scheme does not establish ecological standards that all manufacturers are required to meet to place product on the market. Products without the EU Eco-label can still enter the EU as long as they meet the existing health, safety, and environmental standards and regulations.

There are concerns in the United States that the EU Eco-labeling program may become a de facto trade barrier; may not enhance environmental protection in a transparent, scientifically sound manner; may not be open to meaningful participation by U.S. firms; and may discriminate unfairly against U.S. business. The EU Eco-label is a costly scheme (up to EUR 1,300 for registration and up to EUR 25,000/ year for the use of the label, with a reduction of 25 percent for SMEs) and has therefore not been widely used so far. However, the Eco-label can be a good marketing tool and, given the growing demand for green products in Europe, it is likely that the Eco-label will become more and more a reference for green consumers.

INVESTMENT CLIMATE STATEMENT

Openness to Foreign Investment

Lithuania actively encourages foreign companies and investors to explore investment opportunities. The main principles of the foreign investment policy are as follows:

A. Equality

The law provides that equal protection is provided to both foreign and domestic investors. No special permit is required from Government authorities to invest foreign capital in Lithuania and there are no prohibitions or limitations provided the investor carries on business in accordance with the Lithuanian laws. Foreign investors have free access to all sectors of economy with some limited exceptions. According to the Law on Investment (Article 8) investment of capital of foreign origin is prohibited in sectors related to the security and defense of the State. The law also lists some areas in which commercial activity may be undertaken only with prior permission or license: activities related with the increased danger to human life, health, environment; manufacturing or trade in weapons.

The amendments to the law enacted in 2000 eliminated the provision of the Article 13 establishing a list of commercial activities which were exclusively permitted to either State or municipal enterprises. Mass media enterprises were also made open for foreign investment.

B. Investment forms

The Law on Investment allows the following forms of investment in Lithuania:

1. Establishment of an enterprise or acquisition of a part or whole of the authorized capital of an operating enterprise registered in Lithuania;
2. Acquisition of securities of any type;
3. Creation, acquisition and increase of the value of long-term assets;
4. Lending of funds or other assets to business entities in which the investor owns a stake, allowing control or considerable influence over the company;
5. Performance of concession or leasing agreements;

Foreign entities are also allowed to establish branches or representative offices which do not have the rights of legal persons. Branches may engage in commercial activities, representative offices may not.

Under the law, investments are considered to be monetary funds and other financial assets which are invested for the purpose generating profit, achieving social results or assurance of State functions.

C. Concept of origin of foreign capital

Only foreign capital, i.e. capital created or obtained legally outside the territory of the Republic of Lithuania, and owned by foreign nationals, may be invested in Lithuania from abroad. Foreign investors can contribute capital in the form of money, movable or immovable assets or intellectual or industrial property.

D. Guarantees

Foreign investments and investors' rights are well protected by enforcement mechanisms of the law. After tax payments, foreign investors have the right to repatriate profits, income, or dividends, in cash or otherwise, or reinvest the income without any limitation. State institutions have no right to interfere with the legal possession of foreign investors' property. In the event of justified expropriation, investors are entitled to compensation equivalent to the market value of the property expropriated. State institutions and officials are obliged to keep confidential commercial secrets and must pay compensation for any loss or damage caused by illegal disclosure. Foreign investors are entitled to enforce their rights by applying to the courts of Lithuania or directly to the International Center for Settlement of Investment Disputes under the Washington Convention of 1965.

Foreign investors are treated equitably in privatization programs. Most of the enterprises and state property included in the initial privatization program have been privatized. The Lithuanian Government established the State Property Fund to manage and privatize state assets. The major remaining assets to be privatized include the Lithuanian electric power company Lietuvos

Energija, the airline Lietuvos Avialinijos, railway company Lietuvos Gelezinkeliai and alcoholic beverage producing companies.

Privatization of the state property is carried out by the following methods:

1. Public share subscription (large and medium scale enterprises);
2. Auctions (small enterprises or divisions thereof);
3. Tenders or auctions for convertible currency;
4. Direct negotiations;
5. Lease with the option to purchase; and
6. A combination of different methods.

Privatization also includes tenders evaluated for the best business plan, i.e. tenders, which take into account both the financial offer and an overall plan for the development of a company. Open tenders were generally used to privatize large industrial enterprises for hard currency.

Conversion and Transfer Policies

Lithuania's local currency is the Litas (LTL), equal to 100 Lithuanian cents. There are no restrictions on its transfer or conversion. Under the Lithuanian law, all transactions in Lithuania must be made in Litas. Since February 1, 2002 the Litas is pegged (under the currency board system) to the Euro at a rate 3.45:1. The amount of currency in circulation is tied to the reserves of the Bank of Lithuania. Lithuania has expressed an interest in joining the EMU after achieving European Union membership.

Expropriation and Compensation

Since regaining independence, the Lithuanian Government has been de-nationalizing private property seized by Soviet authorities during the occupation. Lithuanian law allows expropriation for compensation under the right of eminent domain, but since 1990 there have been no cases of expropriation of private property by the Lithuanian Government.

Dispute Settlement

There have been no investment disputes with the Lithuanian Government involving either U.S. or other foreign investors. Foreign investments in Lithuania are protected by:

1. The Constitution and other laws regulating economic-commercial activities. These measures protect the investor's property against nationalization or requisition;
2. International agreements;
3. Bilateral contracts on the encouragement of investments and on mutual investment protection;
4. The law on capital investment in Lithuania and other lawful acts regulating customs duties, taxes and relationship with financial and inspection authorities. This law also establishes the order of dispute settlement.

The Lithuanian state power authorities and institutions have no legal rights to create obstacles to an investor in using or disposing of his property unless he violates the laws of Lithuania.

Performance Requirements/Incentives

There are no laws establishing special incentives for foreign investments, although significant tax incentives apply to foreign investments made before 1997. Lithuania provides special incentives to investors designated by the Government as strategic investors. The investment must be \$50 million or more, and meet other criteria such as number of work places created, for example. Incentives may include favorable tax consideration (for a period of up to 10 years), special consideration of property and regulatory issues, and special business conditions. Investments into municipal infrastructure, manufacturing, and services, may also be granted certain incentives by municipalities.

Right to Private Ownership and Establishment

Private property was reintroduced in Lithuania in 1990. The Constitution of Lithuania and the law on foreign capital investment protect all forms of private property. According to the Constitution foreigners are allowed to buy non-agricultural land and plans are underway by the Lithuanian Parliament to make amendments to the Constitution Article 47 to allow sale of agricultural land to foreigners.

Protection of Intellectual Property Rights

In the area of intellectual property, Lithuanian policy has been to observe international standards and to consider subscribing to international conventions beyond those accepted by the Lithuanian Government before World War II. In 1990 Lithuania joined the World Intellectual Property Organization (WIPO) and signed the Paris Convention for the Protection of Industrial Property. Pirated recordings and software, both widely available, are regularly confiscated and destroyed by the police. Although Lithuania has a good legal system for protecting Intellectual property rights, enforcement of the laws still remains a weak point. In May 31, 2001 Lithuania became a member of the World Trade Organization (WTO).

Transparency of the Regulatory System

Lithuania introduced a law on restriction of monopolies in 1993 and on competition in 1999. Businesses are precluded from manipulating prices or quantities of goods offered for sale and may not create artificial shortages in order to boost prices. The Lithuanian anti-monopoly committee oversees the implementation of the law.

Efficient Capital Markets and Portfolio Investment

Government policies do not interfere in the free flow of financial resources or the allocation of credit. Commercial credit and short-term trade related loans are available but, in practice, not always attractive.

The underlying weakness of the banking system became apparent in late December 1995 when several smaller banks collapsed, and the Government imposed a moratorium on the two largest commercial banks (Litimpex and Akcinis Inovacinis Bankas). Unsustainable deposit interest payments, inadequate banking laws and regulations as well as risky lending practices

and insider trading were the causes of the crisis. Since then, conditions have improved considerably, and all Lithuanian banks weathered the 1998 Russian financial crisis successfully. In 2002 privatization of all state owned banks was completed.

Political Violence

There have been no reports of political violence or politically motivated damage to property since 1991. Civil disturbances are unlikely and there are no signs of any nascent insurrection movement.

Corruption

Business in Lithuania is still fairly heavily regulated. Most investors and lawyers complain about many laws and regulations in the country, which are vague, confusing, and often contradictory. New legislation or amendments have been frequent, and there has been little advance notice to the business community of new legislation, much less opportunity for input, although there are signs this is starting to improve.

Although lower level bureaucrats might be rigid and unhelpful or display an anti-business attitude, most large investors note that higher level officials are often very helpful in solving problems. In general, foreign investors say that corruption is not a significant obstacle to doing business in Lithuania and describe most of the bureaucrats they deal with in Lithuania as quite reasonable and flexible. Many of the local companies, however, indicate that they routinely pay bribes (e.g., to customs officials). It appears that many service providers such as customs brokers routinely pay small bribes to officials, and incorporate those costs in their fees to their clients (who in turn can claim they don't ever pay bribes).

There is a striking difference in attitude from the small and medium enterprise (SME) sector, who describe the bulk of the Lithuanian bureaucracy as corrupt, and often abusive. Even the large investors acknowledge that SMEs probably have a harder time than they do. Many companies, both in the public and the private sector, agree that the Government of Lithuania appears to be biased in favor of big business, in spite of the existence of several official "SME programs." Many Government officials will devote time and resources to meet the needs of relatively large and/or prominent enterprises (including foreign investors), but seem to be less responsive to the needs of SMEs. Large businesses are seen as sources of capital and employment opportunities; while the importance of SME sector (especially in terms of employment generation and value-added) doesn't seem to be fully appreciated. Lithuanian press has many stories of tax inspectors, economic police, or customs officials who would make unreasonable demands on small business people. Finally, many Government officials view SMEs as likely tax-cheats and purveyors of contraband (which may be true in many cases, but certainly does not warrant the presumption of guilt), and treat them accordingly. This in turn tends to drive otherwise legitimate small enterprises underground or push them to paying bribes for survival. There are more than 50 governmental institutions in Lithuania, which control and can close down a business. In 1997 the Special Investigation Service (Specialiuju Tyrimu Tarnyba) was established under the auspices of the President of Lithuania to fight corruption in the country.

Bilateral Investment Agreements

Lithuania has established commercial relations with more than 160 countries. Free trade agreements have been signed with 20 countries. Additionally, agreements on the Most Favored Nation's trade status have been signed with 22 countries, including the U.S. The United States and Lithuania have signed and ratified the following agreements:

1. A charter of partnership between the U.S.A., Estonia, Latvia, Lithuania.
2. Agreement on reciprocal investment protection and encouragement;
3. Treaty on avoidance of double taxation;
4. Treaty on legal assistance in criminal matters;
5. Extradition treaty;
6. Treaty on mutual assistance in Customs matters.

Under preparation are the following agreements:

1. Agreement on cooperation in protecting cultural heritage of the U.S.A. and Lithuania;
2. Agreement on social security;

Agreement on cooperation in preventing proliferation of weapons of mass destruction and promotion of defense and military relations.

TRADE AND PROJECT FINANCING

Medium-term Exim Bank financing is available in Lithuania for credits that are backed by the full faith and credit of the Lithuanian government or guaranteed by a proven, reputable financial entity. EBRD financing is also available for both private and public sector projects. The EBRD recently offered an ECU 11.4 million financing for the regional Baltic Investment Fund.

Lithuania has received grants of ECU 33 million for safety upgrades and ECU 7 million for an in-depth safety assessment at the Ignalina nuclear power plant. Lithuania is also benefiting from 21 technical cooperation projects totaling ECU 6.3 million and from approximately a third of some ECU 8.5 million approved for 21 regional technical cooperation projects in the Baltic States.

BUSINESS TRAVEL

U.S. citizens are allowed visa-free entry for a period of 90 days.

Phone, cellular phone, fax and e-mail communications are excellent, though the connectivity can be limited in rural areas.

Major hotels, quality restaurants, and most of the stores accept credit cards. MasterCard and Visa are the most widely accepted credit cards; Diners Club and American Express are also accepted at a number of hotels and some restaurants and service stations. Budget accommodations, fast-food restaurants, smaller retail establishments and outdoor markets operate on a cash-only basis. A few commercial banks cash traveler's checks or provide cash advances against credit cards but the service charges are high. Lithuanian currency, the Litas, may be bought and sold at numerous currency exchange offices. In rural areas travelers should be prepared to pay cash for most of their expenses.

Lithuania is easily reached by air from Western Europe and, with connecting flights, from the United States. Travel by car is generally the fastest and most convenient mode of transportation within Lithuania and to the other two Baltic States.

Today there are numerous restaurants in the major cities with first class cuisine and service. Supply and diversity of imported food, household supplies, common medications and personal items are excellent. Unleaded gas is available in every gasoline station in the country.

ECONOMIC AND TRADE STATISTICS

Key Economic Indicators (USD Million except where noted)

Economic Indicator	2002	1998	1999	2000	2001
Gross Domestic Product (current prices)	13,950	10,376	10,600	11,230	12,000
GDP per capita in USD	4,002	2,899	2,878	3,000	3,420
Real GDP Growth (%)	6.7	5.1	-2.1	2.8	5.9
Inflation Rate(%)	0.3	2.4	0.30	1.4	1.3
Unemployment (%)	10.9	6.9	8.4	11.5	12.5
(registered)					
Foreign Exchange Reserves		1,460	1,195	1, 200	1,669
Average Exchange Rate	3.1	4.0	4.0	4.0	3.4 (Lt/USD)
Foreign Debt	2.5	3,557	4,276	3, 182	2,465

TRADE (USD MILLION)

<u>Foreign Trade</u>	2002	1998	1999	2000	2001
Total Lit Exports FOB	5,400	3,710	2,995	3, 809	4,582
Total Lit Imports FOB	7,500	5,793	4,790	5, 456	6,282
US Exports to Lit	220	165	174	130	192.8
US Imports from L	199	105	137	175	178,5
US Share of Lit Imports (%)	3.6	3.0	3.7	2.4	3.1
Foreign Trade Balance	-20.9	-2,083	- 1,795	-1,647	-1,700
FDI (cumulative)	3,644	1,975	2,413	2, 684	2,665
FDI from US (%)	5.3	26	11	24	9.6

TOP TEN FOREIGN INVESTORS IN LITHUANIA

Investor	Country	Lithuanian Co	Sector	Value USD Mill
Amber Consortium	Swe/Fin	Lietuvos Telekomas	telecom	510
SEB	Swe	Vilniaus Bankas	banking	166
Yukos	Rus	Mazeikiu Nafta	petroleum	150
Philip Morris	USA	Philip Morris Lietuva	tobacco products	100
Tele Denmark Millicom East	DK/Lux	Bite GSM	telecom	50
Carlsberg	DK	Svyturys	brewery	45
Den Norske Stats Oljes.	Nor	Lietuva Statoil	petroleum	38
Danisco Sugar	DK	Lithuanian Sugar	sugar prod.	34
Coca-Cola Co.	USA	Coca-Cola Bottlers	soft drinks	31.5

U.S. AND COUNTRY CONTACTS

Lithuanian Embassy
2622 16th Street N.W. Washington D.C. 20009;
ph: 202-2345860;
fax: 202-3280466.
Homepage: <http://www.ltembassy.org>

Lithuanian Development Agency
Sv Jono str. 3, 2001 Vilnius, Lithuania;
ph: 370-5 2627438;
fax: 370-5 2120160.
Homepage: <http://www.lida.lt>

Customs Department
Jaksto str. 1/25, LT-2600 Vilnius, Lithuania;
ph: 370-5 2126415;

fax: 370-5 2124948.
Homepage: <http://www.cust.lt>

State Competition and Consumer Protection office
Vienuolio str. 8, LT-2600 Vilnius, Lithuania;
ph: 370-5 2126492;
fax: 370-5 2126412.
Homepage: <http://www.konkuren.lt>

Lithuanian Standardization Board:
Kosciuskos str. 30 LT-2600 Vilnius, Lithuania;
ph: 370-5 2126252; fax: 370-5 2126252.
Homepage: <http://www.lsd.lt>

National Stock Exchange of Lithuania
Ukmerges str. 41, LT- 2662 Vilnius, Lithuania;
ph: 370-5 2723611;
fax: 370-5 2724894.
Homepage: <http://www.nse.lt>

State Veterinary Service
Siesiku str. 19, LT- 2010 Vilnius, Lithuania;
ph: 370-5 2404361;
fax: 370-5 2404362.
Homepage: <http://www.vet.lt>

State Patent Bureau
Algirdo str. 31, LT-2025 Vilnius, Lithuania;
ph: 370-5 2133349;
fax: 370-5 2133357.
Homepage: <http://www.is.lt/vpb/liet/vpbhome.HTML>

U.S. Mission to the E.U.
Foreign Commercial Service
Rue Zinner 13
B - 1000 Brussels, Belgium
Fax: 32 2 513 1228
Gwen B. Lyle – Standards Attaché
Tel: 32 2 508 2674
gwen.lyle@mail.doc.gov
Sylvia Mohr – Standards Specialist
Tel: 32 2 508 2675

CEN – European Committee for Standardization
Rue de Stassart 36
B – 1050 Brussels, Belgium
Fax: 32 2 550 08 19
Tel: 32 2 550 08 25 / 550 08 11
www.cenorm.be

CENELEC – European Committee for Electrotechnical Standardization
Rue de Stassart 35
B – 1050 Brussels, Belgium
Tel: 32 2 519 68 71
Fax: 32 2 519 69 19
www.cenelec.org

ETSI - European Telecommunications Standards Institute
Route des Lucioles 650
F – 06921 Sophia Antipolis Cedex, France
Tel: 33 4 92 94 42 12
Fax: 33 4 93 65 22 99
www.etsi.org

European Commission
Enterprise Directorate - General
Rue de la Science 15
B – 1040 Brussels, Belgium
Mail: Office: SC15 02/09 B – 1049 Brussels
Tel: 32 2 299 56 72
Fax: 32 2 299 16 75
http://europa.eu.int/comm/enterprise/standards_policy/

EFTA – European Free Trade Association
Rue de Trèves 74
B – 1040 Brussels
Tel: 32 2 286 17 41
Fax: 32 2 286 17 42
<http://www.efta.int/>

NORMAPME – European Office of Crafts Trades and Small and Medium-Sized Enterprises for Standardization
Rue Jacques de Lalaing 4
B – 1040 Brussels, Belgium
Tel: 32 2 282 05 31
Fax: 32 2 282 05 35
www.normapme.com

ANEC - European Association for the Co-ordination of Consumer Representation in Standardization
Avenue de Tervueren 36, Box 4
B – 1040 Brussels, Belgium
Tel: 32 2 743 24 70
Fax: 32 2 706 54 30
www.anec.org

ECOS – European Environmental Citizens Organization for Standardization
Boulevard de Waterloo 34

B – 1000 Brussels, Belgium
Tel: 32 2 289 10 93
Fax: 32 2 289 10 99

EOTA – European Organization for Technical Approvals (for construction products)
Avenue des Arts 40
B – 1040 Brussels, Belgium
Tel: 32 2 502 69 00
Fax: 32 2 502 38 14
info@eota.be

EOTC – European Organization for Conformity Assessment
Rue de Stassart 36
B – 1050 Brussels, Belgium
Tel: 32 2 502 40 40
Fax: 32 2 502 42 39
www.eotc.be

State Tax Inspection under the Ministry of Finance
Sermuksniu str. 6, LT-2695 Vilnius, Lithuania;
ph: 370-5 2620060;
fax: 370-5 2621924.
Homepage: <http://www.vmi.lt>

State Property Fund
Vilniaus str. 16, LT-2600 Vilnius, Lithuania;
ph: 370-5 2684 902;
fax: 370-5 2684901.
Homepage: <http://www.vtf.lt>

Commercial Court of the Republic of Lithuania
Gedimino pr. 39/1, LT-2640 Vilnius, Lithuania;
ph: 370-5 2622843;
fax: 370-5 2619927

Association of Lithuanian Entrepreneurs
Jaksto str. 9, LT-2600 Vilnius, Lithuania:
ph: 370-5 2614963;
fax: 370-5 2220448

Association of Lithuanian Chambers of Commerce and Industry:
V. Kudirkos str. 18, LT-2600 Vilnius, Lithuania;
ph: 370-5 2122630;
fax: 370-5 2122621

American Chamber of Commerce:
Room 204, Lukiskiu str.5, 2600 Vilnius, Lithuania;
ph: 370-5 2611181;

fax: 370-5 21226128;
email: acc@post.omnitel.net
Homepage: <http://www.acc.lt>

The Bank of Lithuania
Gedimino pr. 6, LT-2001 Vilnius, Lithuania;
ph: 370-5 2124008;
fax: 370-5 26028124.
Homepage: <http://www.lbank.lt>

U.S. Department of Commerce Contacts
Karen Pilmanis, Principal Commercial Officer
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Raina blvd. 7
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Jonas Vasilevicius, Commercial assistant
US Embassy
Akmenu 6
2001 Vilnius, Lithuania
ph. 370 5 2665500; fax: 370 5 2665510
email: / vasileviciusj@state.gov

Export-Import Bank of the U.S.
International Business Development,
811 Vermont Ave, N.W., Washington, D.C. 20571,
tel: (202) 565-3913; fax: (202) 566-7524

Overseas Private Investment Corporation (OPIC):
Central/Eastern Europe and Central Asia, Investment Development,
1100 New York Avenue, N.W., Washington D.C. 20527,
tel: (202) 336-8617,
fax: (202) 408-5145

U.S. Trade and Development Agency
Central, Eastern & Southern Europe,
Room 309 SA-16, Washington D.C. 20523-1602,
tel: (702) 875-4357,
fax: (703) 875-4009

MAJOR TRADE FAIRS

- 05.25 - 05.28 **SCIENCE 2004**
Exhibition of science and high technologies
- 5.04 - 05.07 **AGROBALT 2004**
Agriculture, food and packaging industry
- 04.22 - 04.25 **BMT 2004**
Exhibition of technology, machinery, equipment and materials for the furniture and wood industry
- 04.22 - 04.25 **FURNITURE 2004**
Furniture and new design ideas in furniture production
- 04.06 - 04.08 **Transbaltica 2004**
5th International Transport Exhibition and Conference
- 03.24 - 03.27 **RESTA 2004**
11'th International specialized exhibition on construction and renovation
- 03.13 - 03.14 **International Dog Exhibition**
International dog show "Lithuanian winner" and "Vilnius cup 2004"
- 03.04 - 03.07 **CINDERELLA 2004**
Cosmetics, perfumery, equipment for beauty and hairdressing parlours, jewellery, fashionable accessories, lingerie, sports and fitness
- 03.04 - 03.06 **Baltic Style 2004**
International Trade Fair of textiles, home textiles and apparel
- 03.04 - 03.06 **VIVATTUR 2004**
International Trade Fair of Tourism, Sport and Leisure
- 02.19 - 02.22 **VILNIUS BOOK FAIR 2004**
- 02.19 - 02.22 **STUDIES 2004**
Higher education, vocational training and stationery
- 11.20 - 11.23 **BABY LAND 2003**
Baby care products, toys, games, children's room furniture, children's clothes, footwear
- 11.20 - 11.23 **HOUSEHOLD 2003**
Housewares, electric domestic appliances, interior design, table appointments, lighting, household textile, gifts and Christmas decorations.
- 11.20 - 11.23 **WINTER BOUQUET 2003**
Exhibition and competition of florists
- 11.06 - 11.08 **BaltShop.BaltHotel.BaltGastro 2003**
International Exhibition of grocery, shop, hotel and restaurant requisites
- 10.22 - 10.25 **INFOBALT 2003**
Information Society Technologies
- 10.08 - 10.11 **CITY.REAL ESTATE. INVESTMENTS 2003**
City, real estate, investments
- 10.08 - 10.11 **GREEN DECO 2003**
Design, arrangement and maintenance of landscape
- 10.08 - 10.11 **SECURITY 2003**

Exhibition on security and safety systems

10.08 - 10.11 **TECHNICAL AND INTERIOR BUILDING EQUIPMENT 2003**

09.25 - 09.27 **BALTMEDICA 2003**

11th International Exhibition of medical and laboratory equipment,
pharmaceuticals, dentistry and optics.

09.10 - 09.12 **Baltic Textile and Leather 2003**

12'th International Trade Fair of textile, sewing, knitwear, shoe and leather
production, raw materials and equipment

08.23 - 08.25 **25th INTERNATIONAL BALTIC ROAD CONFERENCE-EXHIBITION**

Road construction and maintenance

05.25 - 05.28 **BALTTECHNIKA 2004**

12th International Exhibition of research, equipment and new technologies

04.10 - 04.13 **ALT 2003**

02.20 - 02.22 **Advertising & Printing 2003**

For more information on the trade fairs contact:

Litexpo Center

Laisves pr.5

2600 Vilnius, Lithuania

tel: 370-5734789

www.litexpo.lt